

Defense Logistics Agency



How To Do Business With The Defense Energy Support Center

September 9, 2009

Office of Small Business Programs



Agenda

- Defense Energy Support Center (DESC) Small Business Office
- Market Your Firm
- Mentor/Protégé
- Indian Incentive Program



Defense Energy Support Center

~~Small Business Office~~

- Acts as principal advisor to the Director
 - Directs the accomplishment of the objectives of the small and small disadvantaged business utilization and the socio-economic programs in accordance with DoD policies and the Small Business Act as amended by public laws 95-507 and 100-656
- Manages the small business and small disadvantage business utilization program in prime contracting
- Manages the small business and small Disadvantage business utilization subcontracting program
- Manages the small business outreach program
- Advocate/technical advisor for small business during the acquisition process
- Acts as liaison for the center on all matters concerning the small business programs



Federal Acquisition Regulation (FAR) Requirement – Policy

Current FAR Policy (FAR Part 19.201 (a)) states

“It is the policy of the Government to provide maximum practicable opportunities in its acquisitions to small business, Veteran-owned Small Business, Service Disabled Veteran-owned Small Business, HUBZone small business, small disadvantaged business, and woman-owned small business concerns. Such concerns shall also have the maximum practicable opportunity to participate as subcontractors in the contracts awarded by any executive agency, consistent with efficient contract performance.”



Identify Current DESC Procurement Opportunities

Identify current DESC procurement opportunities in your product or service area by checking the electronic version of the Federal Business Opportunities website, www.fedbizopps.gov which can assist you in identifying DoD, as well as other Federal procurement opportunities.

Visit DESC's website frequently for potential opportunities under "Solicitations"



Market Your Firm

After you have identified your customers, researched their requirements, and familiarized yourself with DESC procurement regulations and strategies, it is time to market your product or service. Present your capabilities directly to the DESC activities that buy your products or services.



Market Your Firm

The Defense Energy Support Center - Microsoft Internet Explorer

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Address http://www.desc.dla.mil/default.asp Go Links

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★ Fuel Line Publication

 **Fuel Line** is an official publication distributed quarterly by and for the Defense Energy Support Center and energy oriented clientele. Fuel Line is designed to provide timely, factual information on policies, operations, and technical developments of the Center, and interrelated subject matters. Views and opinions expressed in Fuel Line are not necessarily those of the Department of Defense.

★ Products & Services

 Our products and services offer a large array of energy related needs for the Federal Government. We facilitate the cycle of storage and deployment of fuels and other energy sources. Come see what we have available.

★ Solicitations



★ News and Events

Small Business Roundtable Outreach Program Conference

Download past issues of the Fuel Line

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Market Your Firm

(DESC) Doing Business with DESC - Microsoft Internet Explorer

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Doing Business with DESC

Price Adjustment

PC&S Ground Fuels contracts

Effective 1 Nov 03, all PC&S Ground Fuels contracts will include a unit price any authorized tax for which the Government is responsible. These taxes include fuel tax, environmental taxes and fees, percentage taxes, and other taxes authorized, these taxes were billed as separate line items. **The Federal Excise Tax is now the only tax that you are responsible for.** Please insure that your Paying Office understands the difference between State and Local Taxes or Fees as separate line items.

Contractors/Government Activities in Bulk, Bunkers, Into-plane and Posts, Camps and Stations and Natural Gas. You can now access your contract fuel prices right on the web by clicking on either of the 3 below links.

- [DESC Contractors](#)
- [Government Activity](#)
- [Natural Gas Products](#)

DFAS Payment System

The link below allows Contractors to query the DFAS payment system for current status of invoices. MY INVOICE/ <https://myinvoice.csd.disa.mil>.

Bidder's Mailing List

Should a contractor be interested in being added to a Bidder's Mailing List for DESC's purchase programs on energy products and services, please contact the respective Commodity Business Units (CBUs). Telephone numbers to contact the appropriate Contracting Officers are available by clicking on the "Organization Chart"

[Solicitations](#)

[Direct Delivery Contract Award Information](#)

[Bidders Mailing List](#)

[Small Business Information](#)

[Product Price Adjustments](#)

[Electronic Commerce/Electronic Data Interchange](#)

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Market Your Firm





Market Your Firm

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Address <http://www.desc.dla.mil/DCM/DCMPage.asp?LinkID=pgeSmallBusiness> Go Links

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Small Business Office (DESC-DU)

Director of Small Business
Telephone: (703) 767-9465
DSN: 427-9465
(800) 523-2601

Solicitations
Direct Delivery Contract Award Information
Bidders Mailing List
[Small Business Information](#)
Product Price Adjustments
Electronic Commerce/Electronic Data Interchange

Director of Small Business acts as the Principal Agent for the accomplishment of the objectives of the Small Disadvantaged Business Utilization and the Socio-Economic Programs in accordance with Federal, DoD and DLA Policies and Regulations, and the Small Business Act as amended by Public Laws 95-507 and 100-656.

Small Business Awards

- [DLA Small Business Awards](#)
Pictures from the 2006 DLA Small Business Awards Program.

DESC Small Business Outreach Program

The Defense Energy Support Center (DESC) Small Business Office is aggressively pursuing outreach efforts to locate manufacturers/producers and marketers/dealers of energy products and services. We invite you to peruse our website to identify the products and services that DESC purchases. Please note that DESC purchases products and services for the military departments and some federal civilian agencies.

<http://www.desc.dla.mil/DCM/DCMPage.asp?LinkID=pgeSmallBusiness> Local intranet

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Identify Your Target Market within DoD

- Army
- Navy
- Air force
- DLA
- Other Defense Agencies are included in a list of DoD Small Business Office Sites, located on www.acq.osd.mil



Investigate Federal Supply Schedule (FSS)

- Many DoD purchases are, in fact, orders on Federal Supply Schedule (FSS) contracts. Contact the General Services Administration (GSA), www.gsa.gov for information on how to obtain a FSS contract.
- FSS is a GSA service. It is a central organization that provides an economic and efficient system for the procurement, supply, and disposal of surplus property



Investigate DoD Small-Business Programs

There are several programs that may be of interest to you such as Veteran-Owned, Service-Disabled Veteran-Owned, HUBZone, Small Disadvantaged, Women-Owned, Small Business Innovation Research, Small Business Technology Transfer, Mentor-Protégé, Indian Incentive, Historically Black Colleges Tribal Colleges, Hispanic Serving Institutions, and other Minority Institutions. Information on all these programs is available at www.acq.osd.mil.



Explore Subcontracting Opportunities

Regardless of your product or service it is important that you do not neglect DoD's very large secondary market "Subcontracting Opportunities with DoD Prime Contractors", www.acq.osd.mil. This directory provides, by state, the names and addresses of DoD prime contractors, the names and telephone numbers of Small Business Liaison Officers, and the products and services supplied to DoD



Contractor Responsibility Requirements

Federal Acquisition Regulation (FAR) 9.104-1 - General Standards States

“To be determined responsible, a prospective contractor must

--

- (a) Have adequate financial resources to perform the contract, or the ability to obtain them (see 9.104-3(a));
- (b) Be able to comply with the required or proposed delivery or performance schedule, taking into consideration all existing commercial and governmental business commitments;
- (c) Have a satisfactory performance record (see 9.104-3(b) and Subpart 42.15). A prospective contractor shall not be determined responsible or nonresponsible solely on the

basis of a lack of relevant performance history, except as

Warfighter Support

Stewardship

Growth & Development

provided in 9.104-2.



Contractor Responsibility Requirements

- (d) Have a satisfactory record of integrity and business ethics;
 - (e) Have the necessary organization, experience, accounting and operational controls, and technical skills, or the ability to obtain them (including, as appropriate, such elements as production control procedures, property control systems, quality assurance measures, and safety programs applicable to materials to be produced or services to be performed by the prospective contractor and subcontractors). (See 9.104-3 (a).)
 - (f) Have the necessary production, construction, and technical equipment and facilities, or the ability to obtain them (see 9.104-3(a)); and
 - (g) Be otherwise qualified and eligible to receive an award under applicable laws and regulations."
-



Seek Additional Assistance as Needed - From Who?

Defense Energy Support Center Office of Small Business Programs are ready to assist small businesses.

You may also contact the below centers.

- Procurement Technical Assistance Centers
(<http://www.dla.mil/db/procurem.htm>)
- Small Business Development Centers
(<http://www.sba.gov/localresources/index.html>)



Seek Additional Assistance as Needed - From Who?

- Small Business Specialists - The Military Services and some Defense Agencies have small business specialists at each of their procurement and contract management offices to assist small businesses, including veteran-owned, service-disabled veteran-owned HUBZone, small disadvantaged, and women-owned small business concerns in marketing their products and services to DoD
- Contracting Offices – Each solicitation contains a point of contact for the contracting office. Review the solicitation thoroughly and ask questions if necessary from the contracting office



DESC Office of Small Business Programs

Lula M. Manley, Director 703-767-9465

Office of Small Business Programs

703-767-9400/ 800-523-2601

FAX: 703-767-9446

DESC.DUOFFICE@DLA.MIL

Subcontracting Compliance Team

Jackie Craft, Program Manager 703-767-9681

Robert Mitchell, Small Business Specialist

(Post Award) 703-767-8555

Kevin Bright, Subcontracting Administrator 703-767-9686



DESC Office of Small Business Programs

INSTALLATION ENERGY (A)

Virginia Broadnax, 703-767-9400

Natural Gas

Coal

Electricity

BULK PETROLEUM (B)

Virginia Broadnax, 703-767-9400

MilSpec Jet Fuel, JP5, JP8

Bulk Lubricating Oils

Fuel System Icing Inhibitor

Crude Oil

Sells excess petroleum

ENERGY ENTERPRISE (E)

Sheila McClain 703-767-9678

Privatization

Energy Savings Performance

Contracts

BULK FACILITIES (F)

Garrell Armstrong, 703-767-8530

Fuel Storage Facilities

Aircraft refueling services

Environmental services

GOCO/COCO

Laboratory Testing

AEROSPACE ENERGY (M)

Sheila McClain 703-767-9678

Missile fuels

Propellants

DIRECT DELIVERY (P)

Garrell Armstrong, 703-767-8530

Ground fuels

Diesel, Gasoline, Kerosene, Bio

Diesel and Burner Fuel Oil

Specialty fuels

IntoPlane

Bunkers

Air Card



Defense Logistics Agency

Summary / Questions